









How would you best describe your most recent Buyer - property category? (Check one or more.)

		Response Percent	Response Count
First time buyer		17.6%	33
Moving from one property to an upgraded property		31.0%	58
Moving from a strata property to a single family home		3.2%	6
Moving from a single family home to a strata property		16.6%	31
Moving into a retirement home/senior's community		4.3%	8
Buying revenue property for investment purposes		10.7%	20
Buying recreational property		4.8%	9
Other		15.5%	29

If "Other", please specify (explain).

34

answered question	187
skipped question	5

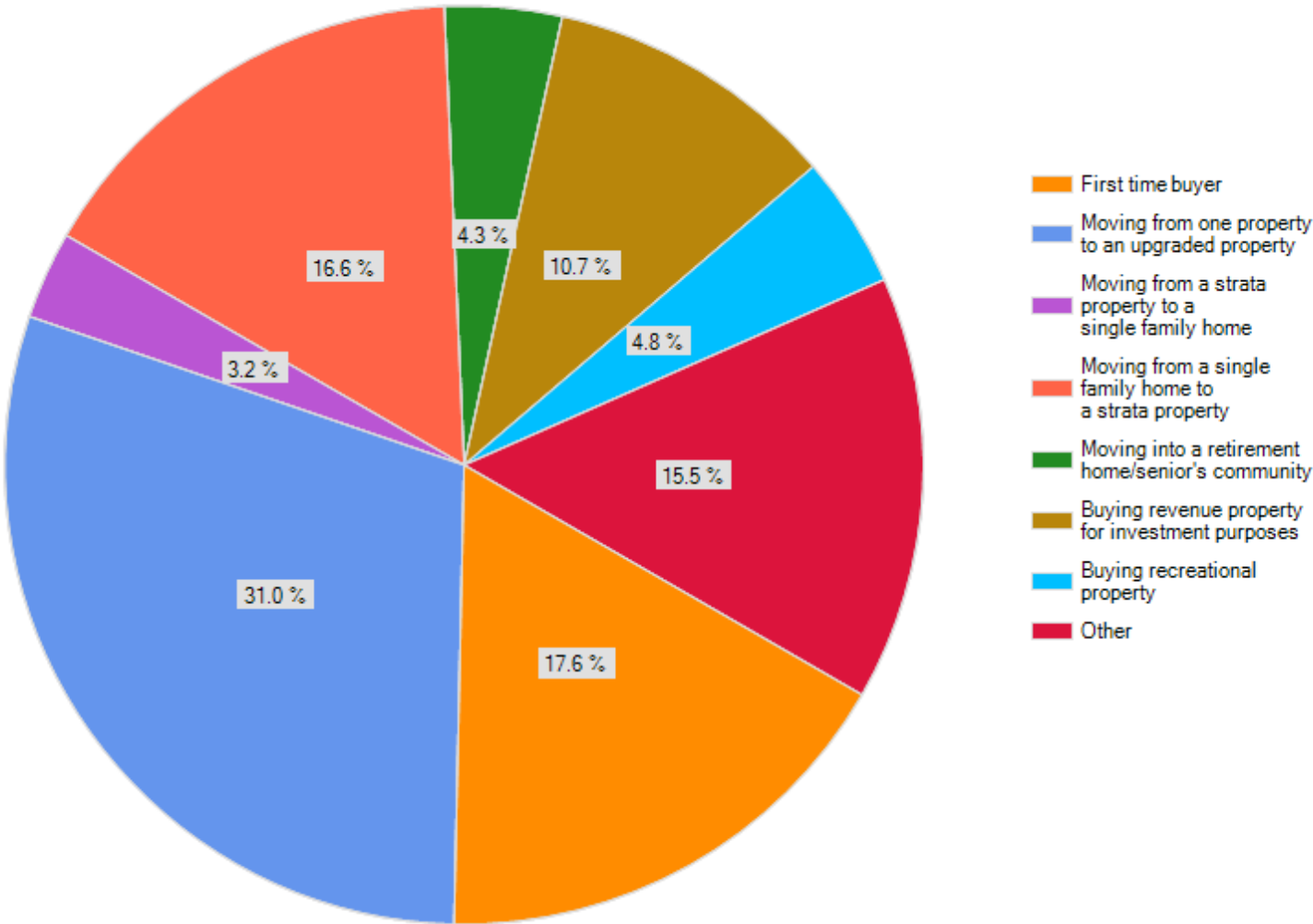
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	primary part time residence for rig worker	May 11, 2012 1:32 PM
2	Move from single family to single family home closer to town.	May 11, 2012 12:05 PM
3	Will rent the home till they retire from Vancouver in a few years.	May 8, 2012 9:54 PM
4	Tenant buying property they lived in	May 8, 2012 10:35 AM
5	re-development	May 7, 2012 3:23 PM
6	Moving from out of Province	May 7, 2012 1:53 PM
7	buyer downsizing within same area	May 7, 2012 12:42 PM
8	For son Student	May 7, 2012 11:15 AM
9	Front large Acreage to smaller acreage	May 7, 2012 10:23 AM
10	Buying acreage for a shop	May 7, 2012 7:30 AM
11	relocation	May 6, 2012 7:26 PM
12	Not really an upgraded. Are downsizing.	May 6, 2012 2:16 PM
13	Downsizing from SFD to smaller SFD	May 6, 2012 11:30 AM
14	Buying one property, renting other property	May 5, 2012 1:49 PM
15	Moved from Alberta to retire in BC	May 5, 2012 11:02 AM
16	buyer renting at present but has owned before	May 5, 2012 9:14 AM
17	Moving into Kelowna for work	May 5, 2012 8:50 AM
18	bought a house for daughters to live in while attending UBCO	May 4, 2012 9:33 PM
19	moving from a rental to a purchase	May 4, 2012 8:42 PM
20	Relocating from Alberta	May 4, 2012 6:04 PM
21	Relocating from Alberta	May 4, 2012 6:04 PM
22	Moved from out of province	May 4, 2012 5:39 PM
23	moving from a rental	May 4, 2012 3:06 PM
24	moving to Vernon from another City	May 4, 2012 2:40 PM
25	Renting to Owning	May 4, 2012 1:01 PM
26	moving from one home to another in a different city	May 4, 2012 12:59 PM
27	Bought home to live in. Renting Previously	May 4, 2012 12:37 PM








Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

28	Building lot	May 4, 2012 12:35 PM
29	Renter buying condo. Had sold house years ago	May 4, 2012 12:23 PM
30	Buying after a period of renting but have owned before.	May 4, 2012 12:06 PM
31	lateral move from Lake Country to Rutland South	May 4, 2012 12:05 PM
32	Moving from larger property to a smaller property	May 4, 2012 11:59 AM
33	Moving for work	May 4, 2012 11:57 AM
34	Lateral Move	May 4, 2012 11:55 AM

How would you best describe your most recent Buyer - property category? (Check one or more.)



Please describe the Buyer - demographic/family status. (Check one or more.)

		Response Percent	Response Count
Single male		9.4%	18
Single female		11.5%	22
Couple without children		27.7%	53
Two parent family with children		30.4%	58
Single parent with children		3.7%	7
Empty nesters or retired		16.8%	32
Other		3.1%	6

If "Other", please specify.

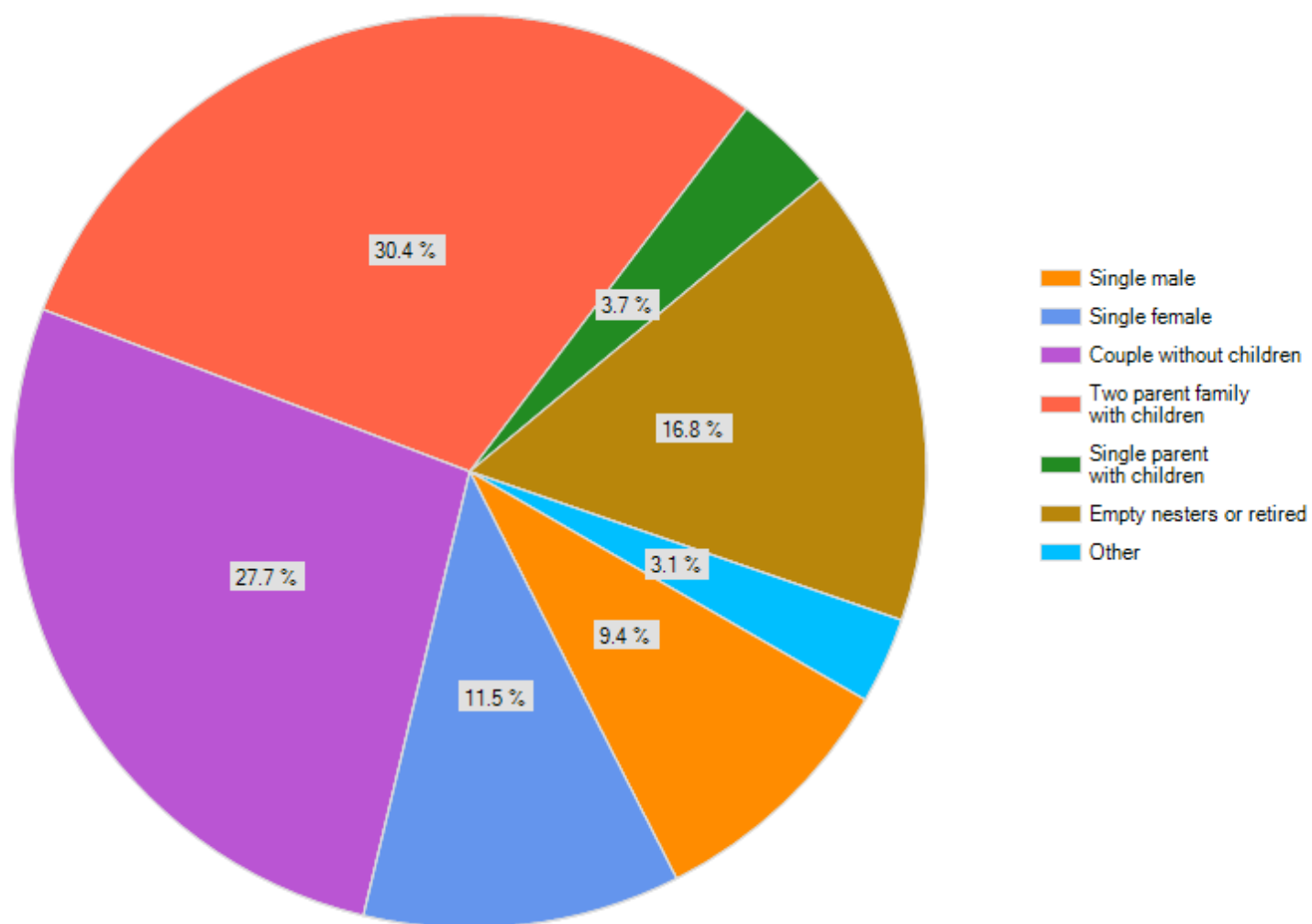
6

answered question	191
skipped question	1

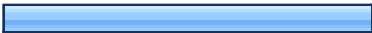

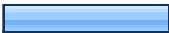

Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	Company	May 7, 2012 3:23 PM
2	Couple still working	May 7, 2012 7:30 AM
3	Family purchase for lakeshore home for all family	May 4, 2012 4:15 PM
4	Couple with grown children of their own - not married	May 4, 2012 12:26 PM
5	Two couples without children	May 4, 2012 12:18 PM
6	Investors	May 4, 2012 11:59 AM

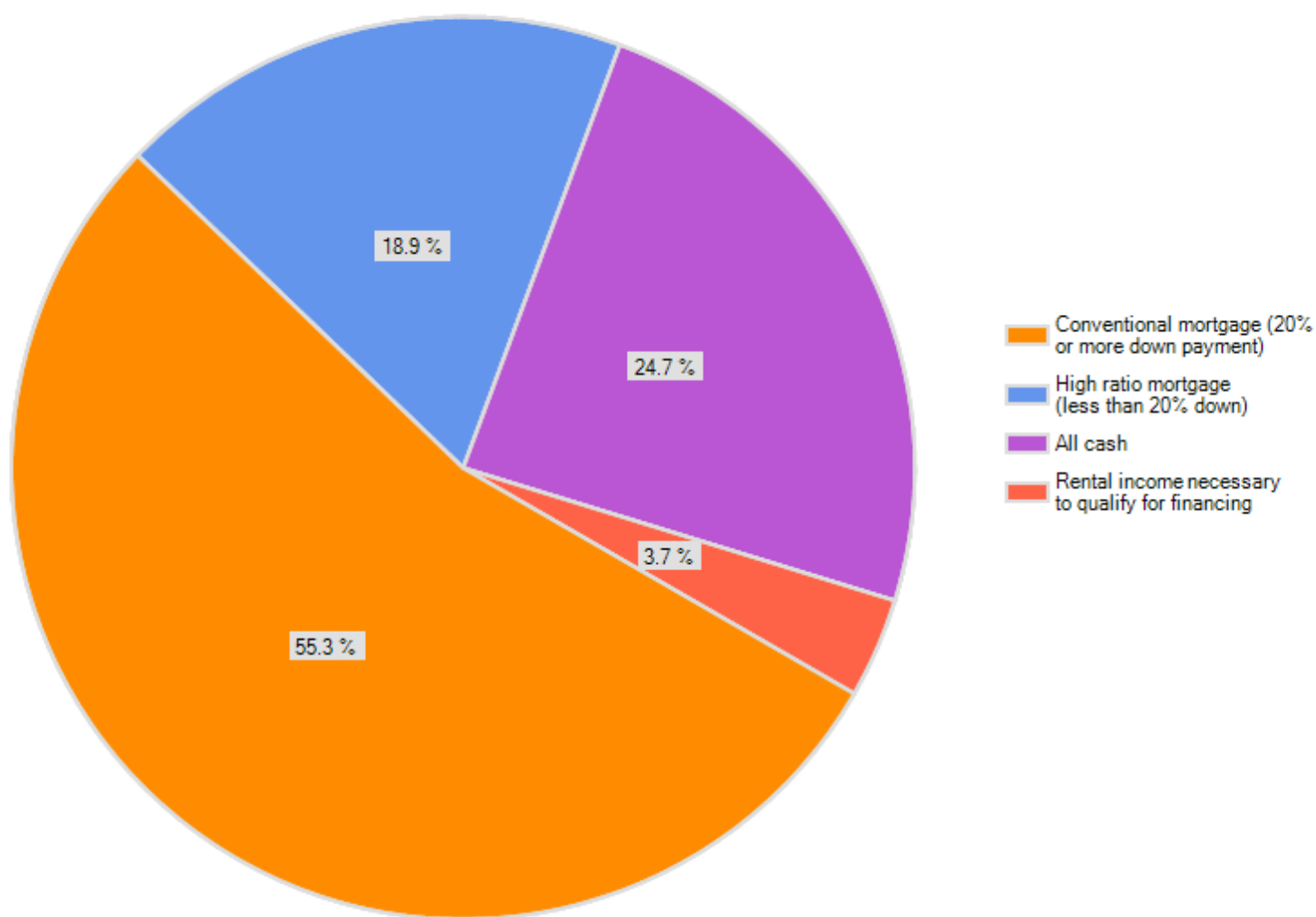
Please describe the Buyer - demographic/family status. (Check one or more.)










How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		55.3%	105
High ratio mortgage (less than 20% down)		18.9%	36
All cash		24.7%	47
Rental income necessary to qualify for financing		3.7%	7
answered question			190
skipped question			2

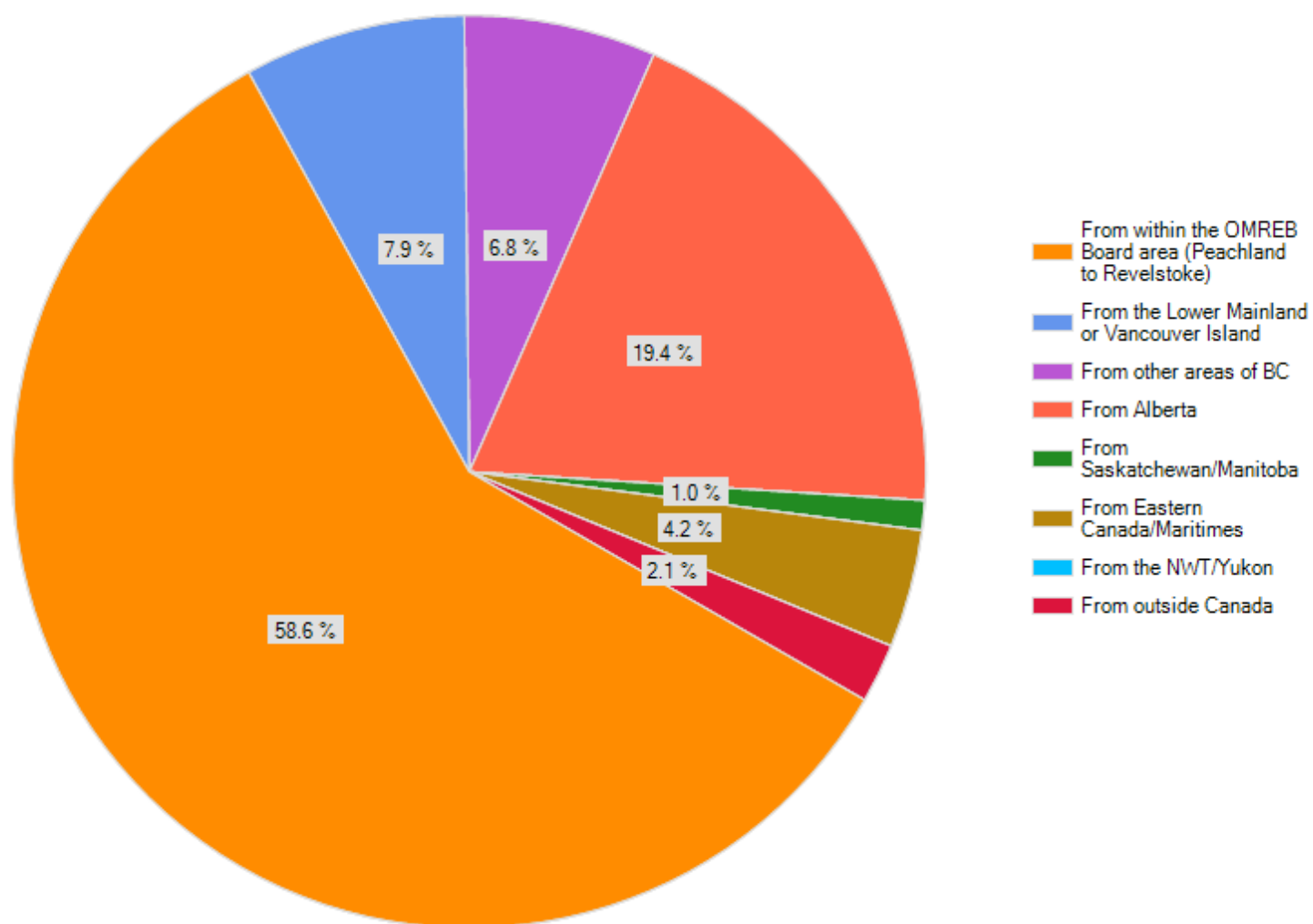
How did the Buyer finance the purchase? (Select one or more answers.)









Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		58.6%	112
From the Lower Mainland or Vancouver Island		7.9%	15
From other areas of BC		6.8%	13
From Alberta		19.4%	37
From Saskatchewan/Manitoba		1.0%	2
From Eastern Canada/Maritimes		4.2%	8
From the NWT/Yukon		0.0%	0
From outside Canada		2.1%	4
answered question			191
skipped question			1

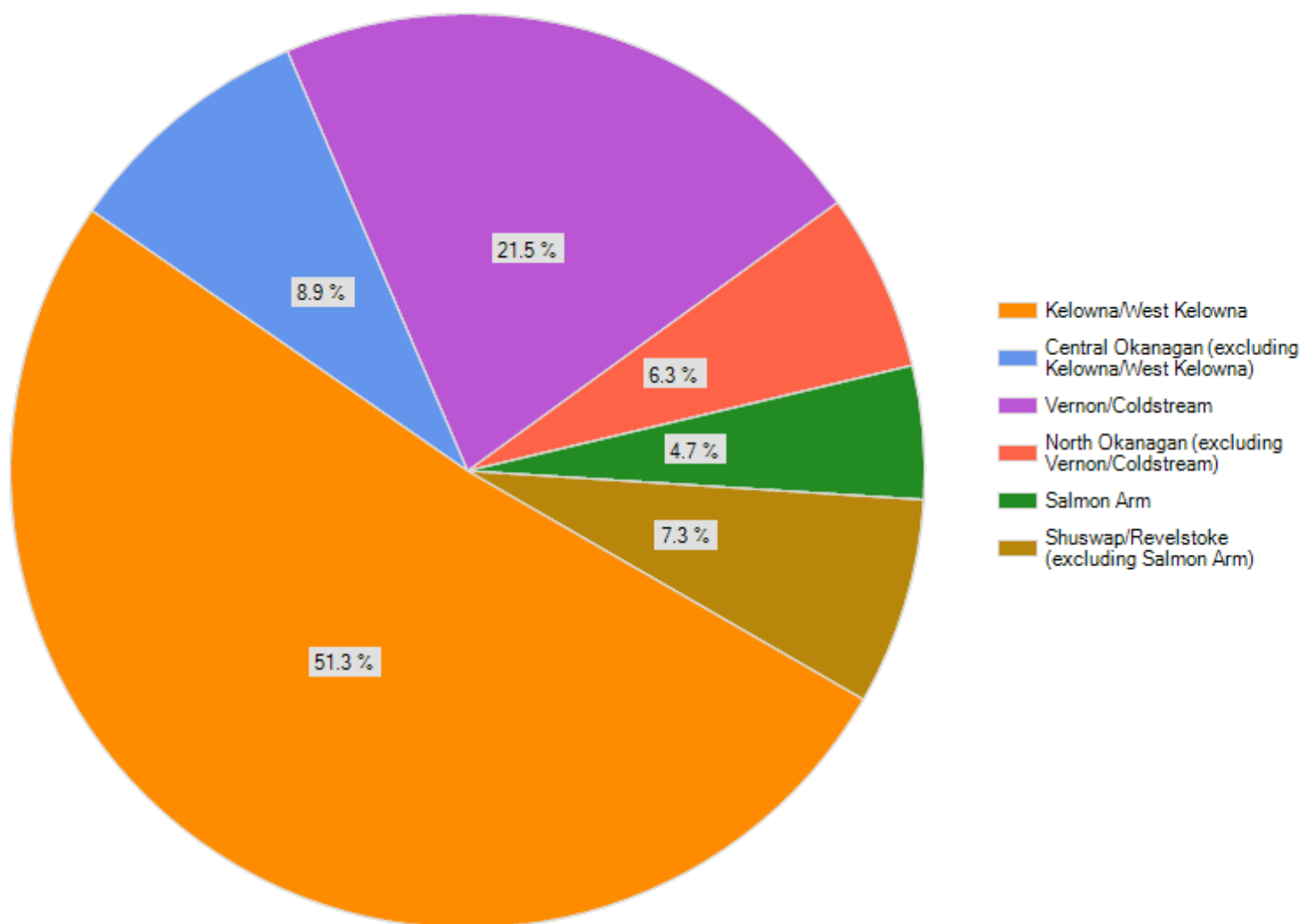
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



In what area was the property purchased? (Select one answer.)

		Response Percent	Response Count
Kelowna/West Kelowna		51.3%	98
Central Okanagan (excluding Kelowna/West Kelowna)		8.9%	17
Vernon/Coldstream		21.5%	41
North Okanagan (excluding Vernon/Coldstream)		6.3%	12
Salmon Arm		4.7%	9
Shuswap/Revelstoke (excluding Salmon Arm)		7.3%	14
answered question			191
skipped question			1

In what area was the property purchased? (Select one answer.)



Please add your comments here (optional):

**Response
Count**

13

answered question

13

skipped question

179

Q6. Please add your comments here (optional):

1	Big White	May 11, 2012 7:48 PM
2	Could also be classed as Okanagan North ...	May 11, 2012 1:32 PM
3	My clients were very happy with the prices here in Kelowna.	May 8, 2012 9:54 PM
4	Buyers also have a home in California but this will be their principal Canadian residence	May 6, 2012 2:14 PM
5	Buyers moving from Ottawa. Plan to build a full-time home.	May 6, 2012 2:12 PM
6	corporate transfer	May 6, 2012 11:20 AM
7	They came from Kamloops and moved to Lk. Country.	May 5, 2012 10:44 AM
8	manufactured home	May 4, 2012 9:35 PM
9	2 houses were purchased one that had a single retired lady down size from a house to single family seme-detached townhouse. The other family moved here from Nova Scotia two parents and one child. They moved from single family house to another. Both deals were in Lake Country.	May 4, 2012 5:39 PM
10	3 Family members as partners on purchase financed credit lines on other properties to purchase	May 4, 2012 4:15 PM
11	He sold his house in Lake Country and she sold her condo in Lower Mission and then they rented for about 6 months until finding this house that they bought together	May 4, 2012 12:26 PM
12	Single man bought condo had been renting for years after divorce and finally bought into market with low interest rates his payment is less than his rent.	May 4, 2012 12:23 PM
13	Buyer had been renting. Bought with boyfriend but he is not living in the condo.	May 4, 2012 12:20 PM